

GLG Sohn Conference

Sohn Investment Ideas Contest finalists have access to the world's largest membership for learning and expertise through GLG, which helps investors find and access subject matter expertise around the world and across industries.

Finalists have access to:

- » Three phone consultations with GLG research professionals
- » Three phone consultations with GLG experts

These consultations allow finalists to conduct further diligence, pressure test investment ideas, and practice their final pitches.

GLG's Council Membership industry expertise includes:

- » Accounting & Financial Analysis
- » Consumer Goods & Services
- » Energy & Industrials
- » Financial & Business Services
- » Healthcare
- » Legal, Regulatory, & Economic Affairs
- » Real Estate
- » Tech, Media, & Telecom

How GLG works:

Need

- » Our client wants to understand a market, research an idea, or test a strategy

Available Expertise

- » GLG's membership of 500,000+ experts including former C-level operating executives, ex-top-tier strategy consultants, and thought leaders from around the world is available to provide answers
- » Dedicated GLG research professionals find industry experts to answer specific client questions

Validation Takeaways

- » Access to individual GLG Council Members allows our client the ability to garner direct insights and to make timely, actionable, and informed investment decisions

How a contest winner could use GLG:

Idea

- » Investment in Tribune Company (TRBA)

Available Expertise

- » Operational insight from a former Managing Editor, Chicago Tribune
- » Sub-sector trends from a current newspaper industry consultant with 40+ years of experience
- » Divestitures/M&A from a former MD of Equity Research/M&A Departments at Lehman Brothers for 20 years

Validation Takeaways

- » Low visibility due to OTC-listing and niche, post-bankruptcy equity
- » In the midst of divestiture efforts
- » Strong broadcast television asset portfolio (upside is in WGN America)
- » New but proven management team in cable television space
- » Relatively misunderstood industry with increased M&A activity